

## Message Text

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ORIGIN EUR-12

INFO OCT-01 ISO-00 EB-08 COME-00 TRSE-00 STR-04 OMB-01  
CIAE-00 DODE-00 PM-04 H-01 INR-07 L-03 NSAE-00 NSC-05  
PA-01 PRS-01 SP-02 SS-15 USIA-06 /071 R

DRAFTED BY EUR/SOV:MTDIXON:DKM  
APPROVED BY EUR/SOV:MGARRISON  
EUR/SOV:WHEDGAR  
EB/EWT:BSAMUELS (INFO)  
COMMERCE/BEWT:HHEISS (INFO)  
TREASUREY:MSEARING (INFO)  
-----120817Z 009167 /11  
P 120115Z MAR 77  
FM SECSTATE WASHDC  
TO AMEMBASSY MOSCOW PRIORITY

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E.O. 11652:N/A

TAGS: ECON, EEWT, UR

SUBJECT: SOVIET REQUEST FOR A TRACTOR COMPANY

REF: STATE 47722 AND PREVIOUS

1. EUR/SOV DEPUTY DIRECTOR EDGAR CALLED IN USSR TRADE REPRESENTATION LEGAL COUNSELOR OLEG TISHCHENKO AND TRADE REPRESENTATION CHIEF CONSULTANT YEVGENIY BAKHTIAROV, MARCH 10, TO DELIVER US REPLY TO MRKTUMOV-ARMITAGE LETTER OF MARCH 2, CONCERNING SOVIET REQUEST TO ESTABLISH A TRACTOR COMPANY IN THE US.

2. TEXT OF US LETTER FOLLOWS: BEGIN TEXT.

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DEAR MR. MKRTUMOV:

THANK YOU FOR YOUR LETTER OF MARCH 2, CONCERNING THE PROPOSED ESTABLISHMENT OF A SOVIET TRACTOR COMPANY IN THE UNITED STATES. WE HAVE STUDIED IT CAREFULLY AND CAN ACCEPT THE TERMS OF OPERATION YOU HAVE DETAILED, SUBJECT TO THE FOLLOWING GUIDELINES:

IN ORDER TO ENSURE THAT THE COMPANY IS ACCOMPLISHING  
THE GOALS TO WHICH WE MUTUALLY ASPIRE, THE DEPARTMENT OF

STATE BELIEVES THAT ITS PERFORMANCE SHOULD BE REVIEWED  
JOINTLY BY THE DEPARTMENT AND THE EMBASSY AT THE END OF  
EACH YEAR, USING EXPORT AND IMPORT TRANSACTIONS IT  
CONCLUDES AS ONE BASIS OF EVALUATION.

IT IS ALSO IMPORTANT THAT INFORMATION ON THE SPECIFIC  
LOCATION OF THE PREMISES TO BE OCCUPIED BY THE COMPANY  
AND ITS SUBSIDIARIES BE PROVIDED IN ADVANCE TO THE  
DEPARTMENT OF STATE FOR REVIEW.

WITH REFERENCE TO SOVIET PERSONNEL ATTACHED TO THE  
COMPANY, WE ARE PREPARED TO ACCEPT THE TRANSFER OF TWO  
EMPLOYEES FROM THE AMTORG TRADING CORPORATION TO THE  
STAFF OF "TRACTOROEXPORT" IN NEW YORK CITY. ACCORDINGLY,  
THE PERSONNEL CEILING OF AMTORG WILL BE REDUCED TO  
THIRTY-SEVEN PERSONS.

SINCE SATRA BELARUS WILL CEASE TO EXIST AS A US-OWNED  
CORPORATION, IT IS OUR UNDERSTANDING THAT THE V/O  
"TRACTOROEXPORT" PERSONNEL NOW TEMPORARILY ASSIGNED TO  
THAT COMPANY WILL HAVE THE STATUS DESCRIBED IN THE  
PENULTIMATE PARAGRAPH OF YOUR LETTER, AND THAT TRAVEL  
REQUESTS TO AND WITHIN THE UNITED STATES FOR THESE  
PERSONS WILL BE FORWARDED TO THE DEPARTMENT OF STATE,  
IN ACCORDANCE WITH EXISTING UNITED STATES LAWS AND  
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REGULATIONS, THROUGH THE AMTORG TRADING CORPORATION.

SUBJECT TO THESE GUIDELINES, THE DEPARTMENT OF STATE  
HAS NO OBJECTION TO THE ESTABLISHMENT OF A US CORPOR-  
ATION TO IMPORT AND EXPORT TRACTORS AND RELATED GOODS,  
IN ACCORDANCE WITH THE TERMS OF YOUR LETTER OF MARCH 2.

SINCERELY,

JOHN A. ARMITAGE  
DEPUTY ASSISTANT SECRETARY

END TEXT.

3. SPEAKING "PERSONALLY, AS A LAWYER", TISHCHENKO  
COMPLAINED THAT THE US HAD IMPOSED "DISCRIMINATORY"  
CONDITIONS FOR THE ESTABLISHMENT OF THE COMPANY, AND  
THAT OTHER COUNTRIES COULD ESTABLISH COMPANIES IN THE  
US WITHOUT STATE DEPARTMENT PERMISSION. EDGAR REPLIED

THAT IT HAS BEEN FIRMLY ESTABLISHED THAT THE SOVIET  
COMMERCIAL PRESENCE IN THE US IS AN ISSUE TO BE  
DISCUSSED BETWEEN THE TWO GOVERNMENTS. HE SAID THAT  
USG HAD EXPECTED TO HEAR SOME SATISFACTION FROM THE  
SOVIET SIDE OVER THE FACT THAT THE COMPANY HAD BEEN

APPROVED. TISHCHENKO QUICKLY NOTED HIS REMARKS WERE  
"PERSONAL" AND "LEGAL" IN NATURE AND THAT THE TRADE  
REPRESENTATION WAS PLEASED WITH THE COOPERATION THE  
DEPARTMENT HAD EXTENDED.

4. IN CONCLUDING THE MEETING, EDGAR ASKED THAT  
TISHCHENKO FORWARD A COPY OF THE COMPANY'S ARTICLES OF  
INCORPORATION WHEN AVAILABLE. TISHCHENKO AGREED TO  
COMPLY AS SOON AS POSSIBLE.

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01-Jan-1994 12:00:00 am  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
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**Disposition Approved on Date:**  
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**Disposition Date:** 22 May 2009  
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**Message ID:** fc9624b9-c288-dd11-92da-001cc4696bcc  
**Office:** ORIGIN EUR  
**Original Classification:** LIMITED OFFICIAL USE  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
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**Reference:** 77 STATE 47722  
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**TAGS:** ECON, EEWT, UR, US  
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**Review Markings:**  
Margaret P. Grafeld  
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